

AGRI-LEASING

PASS Leasing leads the way at Nanenane 2025

• **Bringing Agri-Equipment access to the forefront**

• **Empowering farmers through mechanised agriculture**



PASS Leasing Company Limited will spotlight its inclusive agri-leasing products at Nanenane 2025, showcasing innovative solutions that give Tanzanian farmers and agri-entrepreneurs access to modern, affordable equipment and capacity-building support



Business Insider Reporter

PASS Leasing Company Limited has confirmed its commitment to promoting inclusive agricultural development and increasing access to agri-mechanisation through its participation in the Nanenane Agricultural Exhibition 2025, set to take place at the national level in Dodoma.

As one of Tanzania's leading agri-leasing institutions, PASS Leasing will leverage the Nanenane platform to exhibit its unique, client-centred leasing products—designed to revolutionise the agri-business landscape by enhancing access to modern farming equipment.

Speaking ahead of the event, Mr Killo Lusewa, Director of PASS Leasing, reaffirmed the company's dedication:

"Our presence at Nanenane 2025 is part of our broader vision to make agri-financing more accessible, practical, and aligned with the real needs of smallholder farmers and agri-entrepreneurs."

He noted that PASS Leasing's "preferred supplier model" enables clients (lessees) to select equipment from a broad network of trusted agricultural suppliers. PASS Leasing, acting as the lessor, pays the supplier on behalf of the lessee, ensuring a seamless acquisition process. Suppliers are required to offer warranty, maintenance services, and buy-back options to guarantee product sustainability and performance.

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"Our model is simple but powerful. It offers flexibility while de-risking access to machinery and equipment for agri-entrepreneurs," said Mr Lusewa.

Diverse Leasing Products to Meet Unique Needs

At Nanenane 2025, PASS Leasing will present a wide range of leasing products, each crafted to meet specific needs and capacities across the agricultural value chain:

•Traditional Financial Lease

A tripartite agreement between the lessee, PASS Leasing (lessor), and a preferred supplier. PASS Leasing pays the supplier, while the lessee makes periodic payments directly to PASS Leasing.

•Micro-Lease Product

Designed for portable or small-scale equipment valued under TZS 10 million. With a repayment period of up to one year, this lease is ideal for smallholder farmers or start-ups needing affordability and agility.

•Value Chain Financing Lease

Tailored for clients in value-added processing. Lessees repay through a check-off system coordinated via aggregators—ensuring consistent integration with market and contractual demands.

Maria Wambura, SME Lease Manager at PASS Leasing, emphasised the inclusivity of the offerings:

"Our diversified leasing approach empowers agri-businesses across all levels—whether you're processing produce for industry, growing on a



PASS Leasing SME Lease Manager, Maria Wambura

small scale, or expanding your farming operation."

Mechanisation backed by capacity building

Beyond financing, PASS Leasing operates with a unified yet diversified business model, offering standardised leasing services complemented by capacity-building programmes. These include business training, technical assistance, and advisory support, ensuring clients fully benefit from their leased equipment.

"We don't just lease equipment – we build entrepreneurs," added Wambura.

PASS Leasing is 100% owned by PASS Trust and regulated by the Bank of Tanzania (BoT). As a collateral-free and award-winning financial leasing institution, it plays a key role in driving agricultural transformation by enabling farmers and agri-entrepreneurs to reach their full productive potential.

Looking ahead to Nanenane 2025

Visitors to PASS Leasing's pavilion at Nanenane 2025 will have the opportunity to:

- Engage directly with leasing and finance experts
- Explore a range of equipment through live supplier showcases
- Receive personalised advice on lease products suited to their operations
- Learn about the application process, payment terms, and available training support

"We look forward to connecting with farmers, youth, cooperatives, and all agricultural stakeholders during Nanenane. It's a space where innovation meets opportunity," concluded Lusewa.



PASS Leasing Managing Director, Killo Lusewa